

Message Text

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PAGE 01 MEXICO 07076 202019Z

70

ACTION EB-11

INFO OCT-01 ARA-16 ISO-00 CAB-09 CIAE-00 COME-00 DODE-00

DOTE-00 INR-11 NSAE-00 RSC-01 FAA-00 L-03 NSC-07 SS-20

PA-04 PRS-01 USIA-15 IO-14 DRC-01 /114 W

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R 201855Z AUG 74

FM AMEMBASSY MEXICO

TO SECSTATE WASHDC 3374

LIMITED OFFICIAL USE MEXICO 7076

E.O. 11652: N/A

TAGS: ETRN, MX

SUBJECT: CIVAIR: MEXICAN GIT CHARTER FARE POLICY

REF: A) MEXICO 5308; B) STATE 124805

1. CONTENTS REF B SENT LIC. TEBALDO MUREDDU TORRES, GOM DIRECTOR GENERAL OF TARIFFS. EMBASSY AIRPOUCHING COPY HIS REPLY TO EB/OA. INFORMAL TRANSLATION FOLLOWS:

BEGIN TEXT: THIS DIRECTOR'S OFFICE HAS RECEIVED WITH INTEREST THE MESSAGE WHICH THE CAB REQUESTED BE TRANSMITTED TO US AND IN WHICH WE ARE INFORMED OF THE CAREFUL SCRUTINY AND PROBABLE NEGATIVE REPLY TO ANY REGISTRY OF TARIFFS WHICH MIGHT BE PRESENTED BY MEXICAN COMPANIES, WHICH WOULD CONTAIN PRINCIPLES CONTRARY TO THE IATA RESOLUTION, WITH REFERENCE TO GIT-15 EXCURSION GROUP TARIFFS, AND WHICH PROVIDE FOR GROUPS TO TRAVEL TOGETHER THROUGH THE COMPLETE ITINERARY OF THEIR FULL TRIP.

IT IS ALSO ANNOUNCED THAT CAB HAS GIVEN ITS SUPPORT TO THE BENEFITS OF THE ABOVE MENTIONED PROMOTIONAL TARIFF IN ORDER TO LIMIT DIVERSION AND REVENUE DILUTION AND, FINALLY, THAT A RECONSIDERATION OF THE MATTER WOULD BE APPRECIATED; AND THAT THAT EMBASSY WOULD BE PLEASED TO TRANSMIT TO CAB

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PAGE 02 MEXICO 07076 202019Z

THOSE COMMENTS WHICH MIGHT BE MADE REGARDING THE MESSAGE

REFERRED TO.

AS THE CAB IS AWARE, THE PRESENTATION OF PROMOTIONAL TARIFFS HAS AS ITS FUNDAMENTAL OBJECTIVE TO SEEK AN INCREASE IN PASSENGER TRAFFIC IN ORDER TO OVERCOME, IN CERTAIN MEASURE, THE COMPETITION WHICH AROSE FROM THE DEVELOPMENT OF THE CHARTER FLIGHT, AND TO FAVOR THAT SECTOR OF THE POPULATION WHICH IS MOST SENSITIVE TO VARIATIONS IN THE PRICES OF THE SERVICE, AS WELL AS TO MAKE BETTER USE OF AIR EQUIPMENT. AN EXAMPLE OF THIS IS THE EXCURSION TARIFFS, THE IT (INDIVIDUAL WITH EVERYTHING PAID) AND FINALLY THE GIT-15.

WITH RESPECT TO THE LAST NAMED, IT IS BELIEVED THAT THE FACILITIES GRANTED WITHIN THIS GROUP HAVE ALREADY BECOME A FIXED CUSTOM NOT ONLY WITH THE AVIATION COMPANIES BUT ALSO BY THE USERS THEMSELVES SINCE THESE, WHICH HAVE BEEN IN OPERATION SINCE 1969 WITH MODIFICATIONS IN ITS REGULATIONS IN 1971, WERE AUTHORIZED BY BOTH GOVERNMENTS IN ORDER TO GRANT GREATER FACILITIES TO THE USER. NO INFORMATION IS AVAILABLE TO THE EFFECT THAT ANY LACK OF CONFORMITY MAY HAVE ARisen WITH REGARD TO ITS APPLICATION ON THE PART OF NATIONAL AND AMERICAN COMPANIES, WHICH FACT SIGNIFIES ACCEPTANCE ON THEIR PART THAT THE USER RETURN ON HIS OWN DURING THE FINAL PART OF THE TRIP.

IT IS ALSO OBVIOUS THAT IN 1971, WHEN THIS FORM OF OPERATION FOR TARIFF GIT-15 WAS AUTHORIZED, AS INDICATED IN THE ABOVE PARAGRAPH, THE RESPECTIVE GOVERNMENTS BASED THEIR OPINION ON A DILIGENT ANALYSIS OF THE CHARACTERISTICS OF THE AIR SERVICE PROVIDED TO THE PUBLIC BY THEM, CERTAINLY SEEKING A POLICY WHICH WOULD BE BENEFICIAL AND FAIR NOT ONLY FOR THE AMERICAN COMPANIES BUT ALSO FOR THE MEXICAN; AND WHICH WOULD ACHIEVE GREATER RECIPROCITY AND EQUALITY IN THE ACQUISITION AND MANAGEMENT OF TRAFFIC TO BOTH SIDES, AT THE SAME TIME FACILITATING AN INCREASE IN INDIVIDUAL TRAFFIC IN THE RESPECTIVE COUNTRIES.

ON OUR SIDE, WE NOTE THAT THE MEASURE IN NO MANNER TEND TO CAUSE A DIVERSION OF TRAFFIC IN THE SUBSECTOR OF AIR LIMITED OFFICIAL USE

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PAGE 03 MEXICO 07076 202019Z

TRANSPORTATION, SINCE AS THE CASE CONTEMPLATES, THIS IS DEALT WITH IN A GENERAL MANNER AND NOT AS AN OPERATION GIVING PREFERENTIAL TREATMENT TO ANY COMPANY IN PARTICULAR.

IN THE SAME MANNER, IT IS OBSERVED THAT REVENUES ALSO ARE NOT BEING CHANNELED TO OTHER TRANSPORTATION SUBSECTORS IN VIEW OF THE FACT THAT THE MEASURE DOES NOT TEND TO DISPLACE TRAFFIC FROM THIS WAY TO OTHERS, NOR TO PLACE

ONE COMPANY IN A PRIVILEGED SITUATION WITH RESPECT TO THE OTHERS, BUT ON THE CONTRARY AN OPPORTUNITY IS GIVEN TO ALL TO PARTICIPATE IN AN EQUITABLE MANNER FOR THE ACQUISITION OF THAT TRAFFIC WHICH IS NEEDED IN ORDER TO ACHIEVE A HEALTHY OPERATION.

FINALLY, WE BELIEVE THAT THE AVIATION COMPANIES OF BOTH COUNTRIES HAVE HAPPILY ACCEPTED THE APPLICABLE TARIFFS AND REGULATIONS WHICH HAVE BEEN AUTHORIZED BY THIS OFFICE SINCE TO DATE THERE IS NO KNOWLEDGE OF ANY APPEAL OF INCONFORMITY WHICH MIGHT HAVE BEEN MADE. IN SPITE OF THE FACT THAT THESE AUTHORIZATIONS WERE GRANTED THROUGH OFFICIAL LETTERS IN APRIL AND RATIFIED WITH A WARNING OF SANCTION IN THE CASE OF NON-COMPLIANCE IN JULY OF THIS YEAR, THERE STILL EXISTS THE PRESUMPTION THAT THEY ARE COMPLYING FULLY WITH THE AUTHORIZATIONS ALREADY GRANTED, OTHERWISE THE CORRESPONDING SANCTIONS WOULD BE APPLIED.

CONSEQUENTLY, IT IS TO BE HOPED THAT DURING THE CAREFUL ANALYSIS WHICH THE CAB IS CERTAINLY CARRYING OUT, IT WILL NOT FAIL TO CONSIDER THE COMMENTS WHICH WE ARE HERE FORMULATING. SIGNED LIC. TEBALDO MUREDDU
T. END TEXT. BRANDIN

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